MINUTES NO. 1 – VERIFICATION OF APPLICATIONS AND CURRICULUM EVALUATION

Notice no. 2 of 12/10/2026 – Selection of a Senior Analyst (TECMARECO_A52_SA) and a Finance Expert (TECMARECO_A52_FE)

TecMAReco project – Code C1-2.3-108 – LP CUP: C73C25000260007 – PP6 CUP (South Side S.r.l.): G73C25000160006

On 21/10/2026, at the offices of South Side S.r.l. in Via Giorgio Castriota 9, Palermo, the Evaluation Committee appointed by act of 20/10/2026 met, composed of: Luigi Capizzi (Partner and CFO), acting as Chair, and Alessandra Valdesi (Managing Director), with Alessia Gramignani as recording secretary. The members and the secretary signed, on 20/10/2026 and before the start of the proceedings, the declaration in lieu of affidavit on the absence of conflict of interest (Annex A to the act of appointment), filed together with their respective curricula vitae.

Verification of conflict of interest: the Committee reviewed the list of candidates and of the named executors and cross-checked the declarations against the candidates' curricula. No personal, family, professional or financial ties, present or past, emerged between the members of the Committee, the secretary and the candidates or the named executors, nor any other situation of conflict of interest, including potential ones.

1. Applications received

The submission deadline was 12:00 on 20/10/2026. At the deadline, the following 2 applications were found in the PEC mailbox south-side@pec.it; a check of the mailbox after 12:00 on 20/10/2026 revealed no further submissions.

No.	Candidate	Nature	Profiles	PEC submission	Documents attached
1	Eng. Giuseppe Giammona	Natural person	SA and FE	15/10/2026, 12:48	Annex 1, Annex 2, curriculum vitae, identity document
2	AMD Servizi S.r.l.s. – Studio Nicoletti (legal representative Serafino Nicoletti)	Legal entity	SA and FE	19/10/2026, 18:01	Annex 1, Annex 2, CVs of Serafino Nicoletti and Dario Nicoletti, company CV, identity documents of the two executors

2. Admissibility check

Requirement (Arts. 3 and 4 of the Notice)	Giammona	AMD Servizi – Nicoletti
Submission by PEC within the deadline	Yes (15/10/2026)	Yes (19/10/2026)
Annex 1: nature of the candidate, profiles, signature	Natural person; both profiles ticked (SA and FE); dated 15/10/2026 and signed	Legal entity; both profiles ticked (SA and FE); the two executors named (Serafino Nicoletti, founder and legal representative; Dario Nicoletti, business consultant); dated 16/10/2026 and signed

Requirement (Arts. 3 and 4 of the Notice)	Giammona	AMD Servizi – Nicoletti
Declarations on general requirements (Art. 3 a)	Made and signed	Made and signed by the legal representative
European-format curriculum vitae (max 15 pages), dated and signed	Yes (3 pages, dated and signed 15/10/2026, with declaration under Arts. 46-47 of Presidential Decree 445/2000)	Yes: CV of Serafino Nicoletti (10 pages), of Dario Nicoletti (6 pages) and of the company (4 pages)
Annex 2 signed	Yes (15/10/2026)	Yes (16/10/2026), signed by Serafino Nicoletti also for the named executors
Valid identity document	Yes, valid until 28/04/2029	Yes: Serafino Nicoletti valid until 04/05/2033; Dario Nicoletti valid until 30/12/2033
Professional suitability requirements (Art. 3 b)	Degree in Management Engineering (old system); documented experience of over 3 years in process analysis (SA); for the FE profile, limited financial planning experience (about 3 years) – assessment deferred to the scoring phase	Master's degree (old system) and over 30 years of experience (Serafino Nicoletti); bachelor's degree and experience since 2014 (Dario Nicoletti): requirements shown by the two executors taken together, as provided by Art. 3 c

Outcome of the check: both applications are admitted to the comparative evaluation for both profiles.

3. Evaluation criteria

The sheets report the evidence taken solely from the curricula submitted, assessed according to the criteria and scores of Art. 5 of the Notice. Minimum threshold: 35 points out of 60.

For the AMD Servizi application, submitted by a legal entity with two named executors, the Committee carries out a single evaluation for each profile, on the skills and experience of the two executors taken together, according to these rules: qualification, the highest held among the executors; documented experience, total years with overlapping periods counted only once; specific experience, assignments and roles added together and counted only once; knowledge of methodologies and IT tools, the highest documented level.

3.1 Senior Analyst (TECMARECO_A52_SA)

Candidate: Eng. Giuseppe Giammona

Criterion and allocation	Evidence from the curriculum	Points
1. Qualification (max 10) – Relevant master's/old-system degree 10; relevant bachelor's degree 6; other equivalent qualification 6	Degree in Management Engineering (old system), University of Palermo, 1997 (101/110): a qualification expressly listed in the grid.	10
2. Documented experience in technical-economic analysis of industrial processes and/or feasibility studies (max 20) – 3–5 years 6; over 5–7 years 10; over 7–10 years 15; over 10 years 20	Process analysis and optimisation, design of BPO solutions and coordination of operational excellence (2008–2014); re-engineering of the production processes of the CRM project (2019–2022); process optimisation at Albacom (2000–2005). These are service/outsourcing processes rather than industrial ones in the strict sense: prudential reading of the 2008–2014 period and of the 2019–2022 triennium.	10
3. Specific experience in feasibility studies, process analysis or industrial innovation and environmental sustainability projects – recycling, circular economy, waste (max 15) – None 0; 1–2 assignments 5; 3–4 assignments 10; 5 or more assignments or technical responsibility role 15	Project Manager of the Fides CRM project (2019–2022) with process re-engineering; design of BPO solutions and start-up of contracts (Accenture); contribution to ISO 9001 and ISO 14001 certifications (Albacom). No recycling, circular economy or waste management projects. 3–4 relevant assignments recognised for process analysis.	10
4. Knowledge of economic-financial analysis methodologies – business plan, ROI, break-even (max 10) – Not documented 0; basic 4; partial or in related fields 7; in-depth 10	Support to the General Management on KPIs and planning of investments in digital innovation; business plan writing course. No directly documented experience of ROI and break-even: knowledge gained in related fields.	7
5. Proficiency in IT tools for data analysis and reporting (max 5) – Up to 2 years 3; over 2 years 5	Office suite, Business Objects, Oracle Application, Avantio, Easysell, CreAM; reporting and KPIs over more than 20 years of activity.	5
TOTAL CURRICULUM (max 60)		42

Candidate: AMD Servizi S.r.l.s. – Studio Nicoletti (single evaluation of Serafino and Dario Nicoletti)

Criterion and allocation	Evidence from the curriculum	Points
1. Qualification (max 10) – Relevant master's/old-system degree 10; relevant bachelor's degree 6; other equivalent qualification 6	Serafino Nicoletti: master's degree (old system) in Political Science (University of Palermo), a qualification expressly listed in the grid. Dario Nicoletti: bachelor's degree in Business Administration and Management (6 points). The highest qualification among the executors is considered.	10
2. Documented experience in technical-economic analysis of industrial processes and/or feasibility studies (max 20) – 3–5 years 6; over 5–7 years 10; over 7–10 years 15; over 10 years 20	Cumulated experience of the two executors, with overlapping periods counted only once: business plans, cost analysis (CAPEX/OPEX), break-even and ROI in the firm's activity since 2020 (Serafino) and management control for companies since 2020/2021 (Dario), with Dario supporting the firm since 2014; business plans and industrial plans for companies (Colorificio Imperial – Edil Torres, Esolution, Canapè, Isola Azzurra). Prudential reading of the period 2020 – ongoing (about 6 years); Serafino's thirty-year experience is mainly in auditing and control.	10
3. Specific experience in feasibility studies, process analysis or industrial innovation and environmental sustainability projects – recycling, circular economy, waste (max 15) – None 0; 1–2 assignments 5; 3–4 assignments 10; 5 or more assignments or technical responsibility role 15	Industrial plans and business plans for manufacturing/production companies indicated in the company CV and in Serafino's CV; control assignments in bodies of the industrial and mining sectors (Consorzio ASI Gela, Ente Minerario Siciliano). No recycling, circular economy or waste management projects. 3–4 relevant assignments recognised.	10
4. Knowledge of economic-financial analysis methodologies – business plan, ROI, break-even (max 10) – Not documented 0; basic 4; partial or in related fields 7; in-depth 10	Direct and continuous application of business plans, cost-benefit analysis, CAPEX/OPEX, break-even, ROI, ROE and cash flows (Serafino), with courses on management control and performance indicators; budgeting and variance analysis (Dario).	10
5. Proficiency in IT tools for data analysis and reporting (max 5) – Up to 2 years 3; over 2 years 5	Daily use, for more than 30 years (Serafino) and since 2014 (Dario), of IT tools for data analysis, spreadsheets, management reporting and economic-financial models.	5
TOTAL CURRICULUM (max 60)		45

3.2 Finance Expert (TECMARECO_A52_FE)

Candidate: Eng. Giuseppe Giammona

Criterion and allocation	Evidence from the curriculum	Points
1. Qualification (max 10) – Relevant master's/old-system degree 10; relevant bachelor's degree 6; other equivalent qualification 6	Degree in Management Engineering (old system): not among those listed in the FE grid but deemed equivalent by the Committee (economic-management area).	6
2. Documented experience in financial planning, investment appraisal and/or development plans and strategies (max 20) – 3–5 years 6; over 5–7 years 10; over 7–10 years 15; over 10 years 20	Planning of investments in digital innovation in support of the General Management of Fides (2019–2022, about 3 years). No other documented activity of financial planning or investment appraisal.	6
3. Specific experience in planning, management, monitoring or financial control of projects or entities funded with public resources – CBC, subsidised finance (max 15) – None 0; 1–2 assignments 5; 3–4 assignments 10; 5 or more assignments or financial responsibility role 15	No assignments of planning, management, monitoring or financial control of projects or entities funded with public resources; no financial responsibility role.	0
4. Knowledge of economic-financial planning and investment appraisal methodologies (max 10) – Not documented 0; basic 4; partial or in related fields 7; in-depth 10	Business plan writing course (training knowledge); no direct application of financial plan, ROI or break-even.	4
5. Proficiency in IT tools for financial planning and monitoring (max 5) – Up to 2 years 3; over 2 years 5	Office, Business Objects, Oracle Application: reporting tools used for more than 2 years, not specific to financial planning.	5
TOTAL CURRICULUM (max 60)		21

Candidate: AMD Servizi S.r.l.s. – Studio Nicoletti (single evaluation of Serafino and Dario Nicoletti)

Criterion and allocation	Evidence from the curriculum	Points
1. Qualification (max 10) – Relevant master's/old-system degree 10; relevant bachelor's degree 6; other equivalent qualification 6	Serafino Nicoletti: master's degree (old system) in Political Science, equivalent in economic subjects, a qualification expressly listed in the FE grid. Dario Nicoletti: bachelor's degree in Business Administration and Management (6 points). The highest qualification among the executors is considered.	10
2. Documented experience in financial planning, investment appraisal and/or development plans and strategies (max 20) – 3–5 years 6; over 5–7 years 10; over 7–10 years 15; over 10 years 20	Cumulated experience of the two executors: over 30 years of professional activity of Serafino (since 1983) with consolidated experience in financial planning, budgeting, business plans, assessment of investment sustainability and funding-needs plans; to this are added Dario's planning and management control since 2020/2021 and his support to the firm since 2014.	20
3. Specific experience in planning, management, monitoring or financial control of projects or entities funded with public resources – CBC, subsidised finance (max 15) – None 0; 1–2 assignments 5; 3–4 assignments 10; 5 or more assignments or financial responsibility role 15	Serafino Nicoletti: 19 audit, control and governance assignments, of which 14 of financial control in public bodies and entities funded with public resources and 5 as Chair of the supervisory body (including Ente Minerario Siciliano in liquidation, Archaeological Parks of Morgantina and of Naxos-Taormina, Policentro Daunia, Cerda Sviluppo); member of the State–Region Technical Committee 2001–2004. The criterion requires 5 or more relevant assignments.	15
4. Knowledge of economic-financial planning and investment appraisal methodologies (max 10) – Not documented 0; basic 4; partial or in related fields 7; in-depth 10	Direct application of financial plans, cost-benefit analysis, investment appraisal, ROI and break-even analysis; refresher courses on budgeting, cost analysis and performance indicators (Serafino); budgeting and variance analysis (Dario).	10
5. Proficiency in IT tools for financial planning and monitoring (max 5) – Up to 2 years 3; over 2 years 5	Daily use, for more than 30 years (Serafino) and since 2014 (Dario), of IT tools for planning, financial monitoring and management reporting.	5
TOTAL CURRICULUM (max 60)		60

4. Threshold and interview

The following passed the 35-point minimum threshold: for the Senior Analyst profile, both candidates; for the Finance Expert profile, only AMD Servizi S.r.l.s. – Studio Nicoletti. Eng. Giuseppe Giammona, with 21 points, does not proceed in the evaluation for the Finance Expert profile.

Considering the information drawn from the curricula sufficient, the Committee decides not to hold the in-depth interview; the rankings are based on the curriculum score alone (max 60 points).

5. Rankings

TECMARECO_A52_SA – Senior Analyst

Pos.	Candidate	Curriculum score	Interview	Total	Outcome
1	AMD Servizi S.r.l.s. – Studio Nicoletti	45	not held	45	Selected
2	Eng. Giuseppe Giammona	42	not held	42	Eligible, not selected

TECMARECO_A52_FE – Finance Expert

Pos.	Candidate	Curriculum score	Interview	Total	Outcome
1	AMD Servizi S.r.l.s. – Studio Nicoletti	60	not held	60	Selected
2	Eng. Giuseppe Giammona	21	—	21	Did not reach the 35-point threshold

6. Closing of the proceedings

The Committee transmits the records to the Legal Representative for the award of the assignments and for the publication of the outcome notice on www.italiamalta.eu. It acknowledges that the executors are those named in the application (Serafino Nicoletti and Dario Nicoletti) and that the operational allocation between the two profiles will be defined at contract stage. The proceedings close at 12:00. Read, confirmed and signed.

Palermo, 21/10/2026

Luigi Capizzi (Chair)	Alessandra Valdesi	Alessia Gramignani (recording secretary)
		